

D101.106/3:
38/9

NOVEMBER 1985

recruiter
JOURNAL
The Army's recruiting professional magazine since 1919



Women In The Reserve *Inside*

85's Mission Making Stations



Command Call



Question: Since everyone uses his or her full share of the Recruiter Expense Allowance every month, wouldn't it save paperwork to make it an automatic addition to recruiters' pay?

Maj. Gen. Ono: REA is not an entitlement like the SDAP — it is a reimbursement like TDY. Recruiters don't get paid for their expenses until they are out-of-pocket first. Our current reporting system is consistent with the Army's fraud, waste and abuse program. I realize it creates some paperwork. Keep up with it daily. Avoid putting it together at the end of a month.

Question: Why does the Command take the best recruiters and make them become station commanders, first sergeants, and RTNCOs? Many of these people were much better as recruiters than they are in their new positions.

CSM Abner: The advancement and professional growth of any Army NCO

depends on two factors: Technical ability of the individual and his or her leadership ability. Recruiters who consistently make their mission obviously meet the first requirement. But there is no way to demonstrate leadership ability unless you actually have the opportunity to lead. Moving successful recruiters into leadership positions gives them that opportunity. On the other hand, holding a good recruiter back hurts his or her chances for professional development and promotion. In the long run, no one benefits from that sort of policy.

Question: Why is it so important for me to carry my mission box card around with me?

Maj. Gen. Ono: Everybody needs a visible goal to shoot for; something that he or she can see, size up, and work to achieve. By carrying your card with you, you never lose sight of your goal. You see it, understand it, and work toward it. Then you make it.

Question: Youngsters really like the look of camouflage clothing. Why can't I wear my battle dress uniform around the recruiting station?

CSM Abner: BDUs were designed to be tough, ready-to-wear utility clothing. Most situations you encounter in recruiting require you to fit in with your adult civilian audience; that is, in clothing appropriate for office work — not physical labor. Certainly there are occasions, such as certain DEP functions, when it would be appropriate to wear BDUs. But mostly, class As or dress blues are the only appropriate way to say to the civilian community that you are a professional representative of the Army.

Key Personnel Moves:

The *Recruiter Journal* solicits your comments and questions for the Commanding General and the Command Sergeant Major. Please send them to: United States Army Recruiting Command, ATTN: Recruiter Journal, Building 103, Ft. Sheridan, IL 60037-6020. Or call: (312) 926-3918 or (FTS) 459-3918.

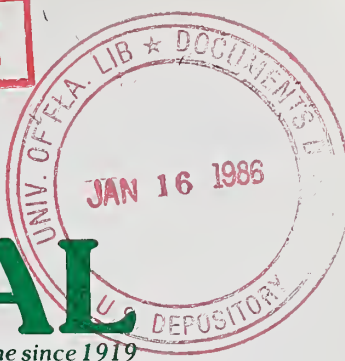
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FLARE



recruiter JOURNAL

The Army's recruiting professional magazine since 1919

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SUBMISSIONS AND SUBSCRIPTIONS:

Material submitted for publication is subject to staff editing. Byline credit will be given all articles and photographs published.

DEADLINE - Photos and articles due first of each month three months prior to publication.

Phone:
Commercial: (312) 926-3918
Autovon: 459-3918

Published monthly by the Office, Chief, Public Affairs, U.S. Army Recruiting Command as a medium for the active exchange of ideas among persons involved in recruitment for the United States Army. Use of funds for printing of this publication was approved by the Secretary of the Army on 19 February 1985 in accordance with the provisions of AR310-1. Views and opinions are not necessarily those of the Department of the Army. Items of interest should be mailed to: **Commander, U.S. Army Recruiting Command, ATTN: Editor, Recruiter Journal, Ft. Sheridan, Ill. 60037-6020.** Second class postage paid at Highland Park, Ill., and additional mailing offices.

Recruiter Journal (USPS 305-870)

VOLUME 38

NUMBER 9

NOVEMBER 1985

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ON OUR COVER

Pvt. 1 Angela Williams, of St. Louis, Mo., takes a breather during basic training which she completed this summer at Fort Dix, N.J. Like many other young women today, Williams joined the Reserve for "better college funds." Her family worried that she "wasn't strong enough" to complete her Army training and become a member of the Reserve, but Williams proved them wrong. "Basic training is hard at first, but once you get into it, you'll love it!" (Staff photo by Sgt Dan Hardoby)





U.S. Postal Service Statement of Ownership, Management and Circulation

As required by 39 U.S. Code 3685, the following information concerning the ownership, management and circulation of this magazine was filed with the Highland Park, Ill. post office on Sept. 30, 1985:

Title of Publication: Recruiter Journal

Publication Number: 75404208

Frequency of issue: Monthly (12x/year)

Number of issues published annually: 198,000

Annual subscription price: None

Complete mailing address of known office of publication, as well as the complete mailing address of the headquarters of the general business offices of the publisher: Office, Chief of Public Affairs, U.S. Army Recruiting Command, Ft. Sheridan, Ill. 60037-6020

Publisher: Lt. Col. John F. Cullen, Chief, Public Affairs Office, Headquarters, U.S. Army Recruiting Command, Ft. Sheridan, Ill. 60037-6020.

Editor and Managing Editor: Sherry Edwards McHone (Same address as publisher)

Owner: Department of the Army, Headquarters, U.S. Army Recruiting Command, Ft. Sheridan, Ill. 60037-6020.

Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: None.

Extent and Nature of Circulation:

	Avg. No. of Copies Each Issue During Preceding 12 months	Actual No. of Copies of Single Issue Published Nearest to Filing Date
Total Number of Copies	16,500	16,500
Total paid and/or requested Circulation	None	None
Free distribution by mail	15,700	15,700
Copies not distributed by mail	800	800
Returned from news agents	n/a	n/a
Total Copies	16,500	16,500

'86 Catalog Available

The exchange catalog for 1986 is available in main exchanges. The 260-page catalog features expanded running wear and exercise equipment sections. A selection of more than one thousand video movies and the first actual robots to ever appear in an exchange catalog.

Computer-related offerings now include the Commodore 128 home computer and Apple personal computer accessories. The software selection has also been expanded.

Old favorites like the Lladro porcelain, globel figurine, and German beer stein sections have been expanded. Personalized accessories can now be shipped to the customers straight from the manufacturers. Included in this is personalized dinnerware, nameplates, and door knockers.

The catalog also offers more fashion choices this year. With close to 6,000 items to choose from there is something for everyone in the exchange catalog '86.

Catalogs can be picked up at the main exchange stores or can be mailed directly to your home by contacting the closest exchange store and requesting one.

Correction:

Last month's back cover story omitted some details about the 10th Mountain Division's history: The 10th Division deactivated in December 1945. It was reactivated again in January 1955 and was sent to Germany to replace the 1st Infantry Division serving there. Three years later, the 3rd

Infantry Division replaced the 10th in Europe. The 10th returned home and was deactivated in April 1958.

Thanks to CSM William Harden, HQ Fort Sam Houston, Texas, who served his first tour in the Army with the 10th Mountain Division, for setting the record straight.



Before and After . . .

Sgt. Marsha Welsh, shows her reaction to gaining her "hardstripes" in a ceremony conducted at Headquarters, USAREC on October 1.

Each soldier of the headquarters company removed the taped-on specialist shoulder marks of the soldier standing in front of him or her, revealing brand-new sergeant's stripes below. Extra NCOs

helped out the soldiers at the rear of the ranks.

USAREC converted 53 former specialists five and six to the ranks of sergeant and staff sergeant at the Fort Sheridan ceremony. Throughout the entire command, 157 individuals were converted to those ranks. All of those effected by the change serve in staff support positions at

battalion, brigade and command headquarters levels.

Welsh coordinates the TDY movements of new recruiters as they join the command. She is a member of the Enlisted Personnel Management Branch, Personnel and Administration Directorate. (U.S. Army photo by Sgt. — formerly Spec. 5 — Dan Hardoby)

Group Savings

Military personnel assigned to recruiting duty, Reserve Officer Training Corps units, National Guard and Army Reserve units, or other remote sites should take advantage of the savings group shopping offers.

Group shopping allows authorized commissary customers to buy for other

authorized shoppers. All that is required is a letter of authorization designating the agent and including the names, ranks and social security numbers of the individuals for whom they are authorized to shop.

The installation commander approves the letter which must be kept on file in the commissary.

Special Duty Pay Increased

Recognizing the importance of the tough job recruiters do, the Department of the Army has authorized increases to SDAP. In order to receive and maintain your SDAP there are a few key things you need to know.

Your orders to start your SDAP are published by the U.S. Army Soldier Support Center, Ft. Benjamin Harrison, Indiana. The effective starting date for soldiers who attend the Army Recruiter Course (ARC) before reporting to their recruiting battalion is the date the soldier reports in to the battalion. The effective starting date for soldiers who report to the

recruiting battalion prior to attendance at the ARC is the date of graduation from the ARC.

To keep your SDAP, you must be properly assigned to an authorized special duty assignment (SDA) position and performing the duties related to that position. You must also be an enlisted member, serving in pay grade E-3 and above on active duty and entitled to basic pay.

Your entitlement to SDAP is not contingent on successful achievement of assigned recruiting objectives.

You keep drawing SDAP during

periods of authorized leave, special duty of not over 90 days or attendance at courses related to your job.

Your SDAP may be terminated upon reassignment to a non-SDA position, during a pending investigation for recruiter impropriety, or PCS. When you do PCS and out-process thru finance, make sure your SDAP is terminated.

These information briefs are intended to familiarize you with SDAP. They cannot provide for every situation on this pay. If you have questions concerning your SDAP, call your PSNCO.

New Clothing Allowance

A new Department of Defense ruling changed monthly clothing allowances to an annual replacement allowance.

Under this new ruling the monthly allowance will be withheld until the soldier's enlistment anniversary.

The allowance will be included in the end of month paycheck of the soldier's enlistment anniversary. Soldiers who leave the service will receive an accrued amount.

Clothing maintenance allowance is given to soldiers after they have completed six months of active service.

Recruits Get Sure Pay

As of October 1, 1985 all new entries into the Army will have Sure Pay as their standard pay method. Soldiers on duty prior to October 1 still have all the current pay options available, but are being encouraged to choose Sure Pay.

Sure Pay is the automatic deposit of pay into a soldier's account with a financial institution. This system gives the soldier financial preparedness and offers his family, through the use of joint checking accounts, financial independence.

More than 71 percent of existing soldiers have selected Sure Pay as their method of payment. To support Sure Pay there will be ample check cashing facilities available at every installation.

Learn a Foreign Language

*Each month, the **Recruiter Journal** will publish the definitions of a few of those acronyms that sometimes make recruiting talk seem like a foreign language:*

Accession Control Measures (ACM)

—Guidelines for enlistment eligibility criteria defined in terms of Armed Forces Qualification (AFQT) and educational requirements

Armed Services Vocational Aptitude Battery (ASVAB)

— The ASVAB is a battery of tests designed, under Department of Defense (DOD) sponsorship, to measure potential for training in general occupational fields. The battery is structured in production and vocational forms.

Entrance National Agency Check (ENTAC)

—Check records of appropriate agencies, such as FBI, made by the Defense Investigative Service bearing on the loyalty and trustworthiness of an applicant. Results of the check are provided to the enlisting service to aid in determining the applicant's

suitability. This check is required for non-prior service (NPS) applicants.

General Officer Sponsorship Program (GOSP)

— A program created to increase the involvement of general officers in COI functions and recruiting activities. GOSP participants have duty assignment (RA or USAR) close to the recruiting battalion that sponsors them.

Hometown Recruiter Assistance Program (HRAP)

— A program identifying TRADOC and FORSCOM soldiers who may be returned to their hometowns to assist local recruiters as a lead-generating source.

The preceding information was derived from USAREC Pam 310-3.

“Thanks, Sarge!”

“The college benefits got me, but the challenge kept me.”

So says Private Amy Krueger about her decision to join the Army Reserve. “I wanted a challenge and I’m still in high school so I was thinking about college. The Army offered me the best college benefits and my choice of jobs.

“I decided the Army was something I could do to satisfy my need for something new and challenging,” said Krueger, who recently completed basic training at Fort Dix, N.J.

“My recruiter, Sgt. Thomas P. Sturgess, told me exactly what I needed to know to complete basic,” says Krueger. “Basic has been a definite experience, but worth everything I’ve put into it. I’m a new person!”

Sturgess, assigned to the Merrimack, N.H., recruiting station, contracted the 17 year-old high school senior for the Reserve Split Training Option. Krueger will attend advanced individual training next summer at Fort Jackson, S.C. Upon successful completion of that course, Krueger will serve as a 75D, personnel records specialist, at Fort Devens, Mass.

Krueger is pleased with her decision to enlist and says, “To my recruiter: Thank you. You were right — I am a good soldier!”



CHAMPUS Now Available To Travelers

If you’re eligible for CHAMPUS and need non-emergency medical care while on a trip, the commander of a nearby military hospital can give you a non-availability statement if the hospital cannot provide the care you need.

The non-availability statement lets you get the needed non-emergency medical care from a civilian doctor or hospital, then file a claim with CHAMPUS for

sharing the cost of care.

The Defense Department does not need to know the reason for your trip, its distance or duration. Department of Defense just asks the commander of the local hospital where you were visiting to reasonably determine that the primary purpose of the trip was not avoiding use of a uniformed services hospital in your home area.

Members of service families are urged to use military hospitals for care whenever possible. This not only saves you money, but also gets the most benefit out of each tax dollar that goes to support the military health care system.

If you have questions about any part of your military health benefits, contact the health benefit advisor at the nearest service hospital.



Head Nurse, Reservist, Pilot, Air Medic, TAIR Presenter, and

In Her Spare Time . . .

*Carol Gaskill
Santa Ana Rctg Bn*

Not many nurses with civilian jobs can say they spend their time off by doing any or all of these things:

— Bivouac-ing in the desert on an Army base.

Attending officers' training programs.
Performing rescue missions.

Supporting the Army's recruiting efforts by participating in high school career

days, health conventions, and community air shows.

Mary Galvin is one nurse who can lay claim to all these activities.

GALVIN GOES FOR IT ALL

In civilian life, Mary Galvin is a registered nurse practitioner (RNP) for Kaiser Permanente's Health Appraisal Office in Orange County, California.

In Army Reserve life, she's Capt. Mary Galvin, clinical head nurse in the genitourinary ward at the County-USC Medical Center with the 349th General Hospital, 63rd ARCOM.

And in more civilian life, this very same Mary Galvin — a licensed civilian pilot — serves as an air medic in the San Bernardino Sheriff's Department Aviation Unit!



MAKES EXCELLENT TAIR REP

In her role as an Army Reservist, Galvin has been an active participant in TAIR events for the Santa Ana Recruiting Battalion. Her leadership, her professional appearance, and her attitude as an Army officer have left a positive impression with students and teachers who have attended those high school career days and health fairs.

"I enjoy providing medical and ambulance support at high school 'MASH Days,' because it gives me a chance to talk to the students," she said.

"I love talking to students. I tell them all about my experiences as a nurse in the Reserve, and I tell them about how much these experiences have meant to me."

HAS HER PILOT'S LICENSE

As a licensed pilot, Galvin has a keen interest in air-oriented community events. She participates in this area of recruiting by working medical static displays, along with helicopter and rappelling demonstrations provided by USAR units.

Galvin has done much to help the Santa Ana Recruiting Battalion attain an excellent reputation for its TAIR program. And she has helped provide recruiters

with many high quality leads — for the Regular Army as well as the Army Reserve.

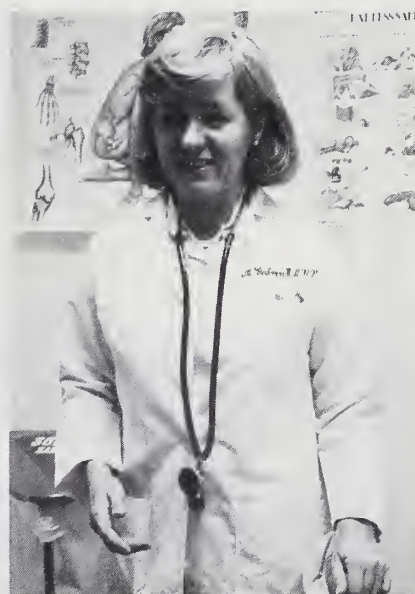
As a nurse, Galvin attends many nursing conventions in California and Nevada — and she continues her recruiting support while there. She is well respected within her field. At the National Critical Care Nurse Convention to be held February 18-20 at Las Vegas, she will speak on "Nuclear War Preparedness for Nurses."

LAW UNIT IS ALL RESERVIST

Since spare time is not a word in her vocabulary, Galvin also serves in the San Bernardino Sheriff's Department Aviation Unit. "This is the only law enforcement aviation medical service of its kind in the world," she said, "and it is made up of all Reservists."

"Each member is expected to do a minimum of two education and two flight days a month. This is an interesting kind of unit. Most air ambulance crews just transfer patients from one medical facility to another. Our unit also handles trauma rescues."

Because San Bernardino is the largest county in the country and also has an



Mary Galvin in two of her many roles: On reserve duty at a high school military awareness day, she presents a new DEP member his Certificate of Enlistment as recruiter Staff Sgt. Peter Cruz looks on; and, back at her full-time job as a nurse practitioner in the Health Appraisal offices of Kaiser Permanente in Orange County, Calif.

Spare Time

exceedingly rugged terrain, members of the unit are trained to work in every kind of climate. The unit handles such trauma rescues as ice, thermo, and underwater. It also performs rappelling extraction rescues.

TWO-MINUTE RESPONSE TIME

"We have a very short response time," said Galvin. "We usually lift off in a helicopter within one to two minutes after the initial call is received.

"We are proud of our people. You must be a paramedic or mobile intensive care nurse to be considered for the San Bernadino Sheriff's Department Aviation Unit.

"The training is very intense," she said. "You must pass a physical agility test, level one to three at the police academy, and qualify with a handgun and shotgun.

"You just don't 'join' the Sheriff's Department Aviation Unit. A very extensive background check is made on each applicant being considered for the unit. Applicants must appear before a board, and must pass a three-day orientation with a member of the unit serving as evaluator. When you are accepted, you know you are in an organization that cares very much about the quality of the people it accepts. You feel proud," Galvin says, "about being in this organization."



As a member of the 349th General Hospital in Los Angeles, Capt. Galvin often helps out as a TAIR team member. In a recent appearance in that capacity, she assists a high school student (above) in checking her own blood pressure.

Capt. Galvin (left) prepares to board an Air Force C9 Air Ambulance as part of her regular Reserve training.

"I'M SATISFIED — SO FAR."

Galvin admits to being well-satisfied with her life. "I like to be busy," she says, "so my Reserve life and my civilian life have complemented each other well.

"I was trained well for my job as a registered nurse practitioner with Kaiser Permanente. I enjoy it, and I am good at it.

"My job with the Army Reserve ties right in with the flow of my life. My earlier assignments included performing helicopter medical evacuations, giving flight physicals, and even driving a MASH ambulance. Now, as head of a ward at the 349th General Hospital, I can see noticeable progress in my nursing career.

"And my service with the aviation unit has been great all the way. It's been exciting, it's been personally rewarding, and it's permitted me to be of service to my fellow man.

"I wouldn't have it any other way," Galvin says. "I want to do everything in my lifetime. I figured the Reserve was a good place for me to start — and I was right, for me. Everything fits together. Everything is working well. Helping people, and helping to get good people for the Army are important parts of my life."



Believe it or not, that speck rappelling from the helicopter is the same Mary Galvin (above left), here taking part in Reserve training. Back on the ground and on the recruiting trail again (left), she shares some of the excitement she feels about her varied careers with another high school student. Galvin has been credited with providing recruiters numerous high quality leads. (All photos by Carol Gaskill, Santa Ana Recruiting Battalion)

*“With the emphasis today
on quality enlistees,
the Army is proud to have
among its ranks
an outstanding person”*



College Grad At 16 Soldier At 17

Talk about high-stepping gals. How about Rani A. Hoff of Erie? She graduated from Mercyhurst College last June at age 16, turned 17 on Aug. 18, enlisted in the Army on Aug. 21 and reported to Fort Jackson, S.C., on Sept. 6 for basic training.

"With the emphasis today on quality enlistees, the Army is proud to have among its ranks such an outstanding person," said her recruiter, Staff Sgt. Milt Jones of the Erie Army Recruiting Station. "My fellow Army recruiters have nicknamed Rani 'Wonderwoman.'"

Among her many accomplishments, she is listed in "Who's Who in American Colleges." She is also a member of Beta Beta Beta, a national college biological society and has been the concertmaster of the Erie Philharmonic Youth Orchestra since she was ten years old.

Hoff has played the violin since age seven.

She is the daughter of Robert and Victoria Hoff. Her father is a professor of psychology at Mercyhurst College; her mother is an administrator with a financial consulting firm.

At age 10, Rani Hoff took her first college course at Mercyhurst College in 1979. She also attended Mercyhurst College Preparatory School until 1982 when she began full-time at Mercyhurst College.

On a whim, while driving through downtown Erie this spring, she asked her dad if he would stop with her to see the Army recruiter.

An exchange of questions and information got the ball rolling and Hoff enlisted in the Army.

"I've enlisted for three basic reasons" she said. "First, I can attend any medical school in the country at Uncle Sam's expense. Second, I can capitalize on the Army's New GI Bill program which will give me \$17,000 for my two-year enlistment. Third, the Army will give me time to mature and gain experience."

Hoff explained that in return for medical school she is obligated to serve seven years in the Army medical service,



Staff Sgt. Wilt James, Rani's Army Recruiter. James is a member of the Erie Army Recruiting Station.

beginning at the rank of captain.

She believes that the Army offers the best choice for young men and women who are not planning to attend college after graduating from high school for financial or other reasons.

"For college graduates, the Army offers gainful employment and the opportunity of acquiring experience," she stated.

Her parents are very supportive of her decision to enlist in the Army.

"The Army's numerous benefits such as the New GI Bill and technical training should prove to be valuable in my daughter's career development," noted

her father.

After eight weeks of basic training at Fort Jackson, Rani Hoff will travel to Fort Sam Houston, Texas, for eight weeks of medical specialist school.

"If Hoff chooses," observed Staff Sgt. Milt James, "in a year's time she can apply for OCS. After 14 weeks of intensive training, she will emerge a trained leader and second lieutenant."

"It doesn't take a genius to predict big things tomorrow for high-stepping Rani Hoff," James said. He is with the Erie Army Recruiting Station, and is Hoff's recruiter.



The Top 56 Club

3RD QTR FY85

Inquires concerning these listings may be addressed to the USAREC Awards Branch or phone AV 459-3036 commercial (312) 926-3036.

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SSgt Clyde R. Varnes
Sgt Randall S. Bearss
Mr. Felix Arroyo-Rosado
SFC Stephen Putnam
SSgt Kenneth O. Rood
Mr. Verlan P. Spacher
Sgt Terry D. Van Arsdale



SALUTES

RECRUITER RINGS

CHARLOTTE

SFC Robert M. Swann

COLUMBUS

SFC Harold D. Stanhope Jr.

CONCORD

SFC Craig A. Ryerson

HONOLULU

SGM Juan O. Blaz

JACKSON

SFC David N. Sweatt

JACKSONVILLE

MSgt. Andrew T. Knox Jr.

SFC Gary M. Patrick

LOS ANGELES

SFC Paul E. Esler

MILWAUKEE

SFC Joseph F. Bauknecht

MINNEAPOLIS

SFC Alfred A. Lee

SFC Charles W. Ziegler

NASHVILLE

SFC James M. Collins

PITTSBURGH

MSgt. Dean r. Salisbury

SEATTLE

SFC James C. Clifford

SYRACUSE

SFC Thomas L. Hughes

GOLD BADGES

ALBANY

SSgt. Randy R. Dues

ALBUQUERQUE

SSgt. Daniel M. Williams

SSgt. Donna M. Pakinkis

SSgt. Liege Turner Jr.

SFC Adeland F. Garrette

SFC Viola H. Carter

BALT/WASH

SFC John I. Newhouse Jr.

SSgt. Melvin L. Bowers

SSgt. Charles M. Williams Jr.

SSgt. Daniel J. Romanchik

BECKLEY

SSgt. William Meadows

BOSTON

SFC Furnie W. White

CHARLOTTE

SFC Gary M. Bell

CHICAGO

SSgt. Richard Chandler

SSgt. Johhy Ivory Jr.

SFC William T. Kuster

CINCINNATI

SSgt. Robert E. Hunter

SSgt. Timothy C. Joslin

CLEVELAND

SSgt. Landrum R. Fowler

SSgt. Eugene W. Keen

COLUMBIA

Sgt. Alfred Simmons

SSgt. Becky A. Gwin

DENVER

SSgt. Flody L. Sturdifen

SSgt. Dennis R. McElroy

HARRISBURG

SSgt. Joseph D. Sarsfield

SFC James S. Stone

INDIANAPOLIS

SFC Robert C. Davis

JACKSON

SSgt. John D. Wright

SSgt. Ronald K. Moore

KANSAS CITY

SFC Raymond D. Ashby

SFC Gary L. Reno

SFC James E. Wright

LANSING

SFC Rodney D. Lowell

SFC Gerald S. McDonald

SSgt. Andrew Potter

LITTLE ROCK

SFC Stevel L. Arthur

LOS ANGELES

SFC Calvin L. Jackson

SFC Yolando Bencomo

SSgt. Conrado Bryce

LOUISVILLE

SSgt. Richard Adams

SSgt. Gary C. Self

MILWAUKEE

SSgt. Richard Iliff

SFC Richard E. Brown

SSgt. Kenneth R. Schoening

SSgt. Mark Juntti

SFC Steven Hall

Sgt. Jody E. West

MONTGOMERY

SSgt. Mary Still

SSgt. Segsie L. McDonald

SSgt. Michael G. Whitmarsh

NASHVILLE

SSgt. David F. Sprouse

SFC Steven E. Harris

SSgt. Abner R. Broadnax

NEWBURGH

SFC James M. Farrell

NEW ORLEANS

SSgt. Wallace Cummings

SFC Christopher L. Daughterty

OKLAHOMA CITY

SSgt. Donald B. Davis

OMAHA

SFC Roy C. Donahoe

PITTSBURGH

SSgt. Leroy McKennie

SFC Anthony Q. Jones

SSgt. Joseph C. Spence

SSgt. Gary R. Hazelton

SSgt. Richard L. Hickman

MSgt. Donald P. Ladakos

MSgt. Richard R. Massengale

PORTLAND

SFC Paul M. Burlingame

SFC Michael J. Loftis

SFC Stephen A. Picasso

SFC Charles R. Dodge

SFC William L. Huyssoon

SSgt. Robin E. Conrad

SSgt. Charles H. Rasberry

RALEIGH

SSgt. Michael Jacobs

SSgt. Jay K. Fain

RICHMOND

SSgt. Samuel C. Frink

SSgt. Dwayne J. Sconion

SSgt. David C. Baber

SACRAMENTO

SSgt. Gary Parrish

SFC Charles E. Umstadter

SSgt. Burton A. Bright Jr.

SAN ANTONIO

SFC Daniel V. Alvarado

SAN FRANCISCO

Sgt. Randall Bearss

SANTA ANA

SFC Samuel Sanders

ST LOUIS

SSgt. Larry W. Grubbs

SSgt. Karen S. Bowlds

SFC Samuel L. Brewer

Recent recipients of recruiter rings and gold badges are listed below. Inquiries regarding awards should be directed to HQ USAREC Awards Branch, AUTOVON: 459-3036 or Commercial: (312) 926-3036.

THE IMPORTANT DIFFERENCES IN

RECRUITING WOMEN RESERVISTS

Know how to tailor your presentations. Understand what the Reserve offers that attracts women. Allow yourself extra time.

*Mary Auer
Cincinnati Recruiting Battalion*

Ever since Deborah Sampson disguised herself in male attire and joined the 4th Massachusetts Regiment in the fight for independence, American women have sought increased opportunities to serve their country in the armed forces.

While today's female soldier doesn't have to go to the lengths Pvt. Sampson did, she continues to play a vital role in the defense of our nation while expanding her personal interests and capabilities. This is particularly true of many women who have volunteered to serve in the Army Reserve.

SFC Bill Fisher, who leads the Recruiting Battalion Cincinnati in enlisting women for Reserve duty, describes his female applicants as well educated, patriotic, and seeking a lifestyle beyond the routine.

"The majority of the women I put in the Army are college students at the time. I've put in some who are just about to achieve their master's. These are women who are obviously not just interested in educational benefits they can get. And it's not just the chance for training in a skill. I truly believe women today want to get out there and do their part in serving their country," he says.

Fisher says his sales presentation to women doesn't differ substantially from the one he gives to men, though he does emphasize opportunities for advancement and a chance to be judged solely on one's individual merits. He finds that many women see their military duties as something that adds an extra dimension to their lives and defines them as individuals.

"I think a lot of women today don't want the normal, humdrum routine of working 20 or 25 days a month and having weekends devoted to nothing constructive for them," he maintains. "If a woman is a secretary or medical assistant in civilian life, you may find when she goes into the Army Reserve, she does something totally different from her normal occupation."

A number of female applicants who enter the recruiting station thinking they want to enlist in the traditional administrative or medical fields may discover aptitude for other skills they never thought they had. By the time they sit down with a guidance counselor to choose an occupational specialty, they decide to enter the communications, supply, or mechanical fields, Fisher says.

Women take longer to make their decision to enlist. A smart recruiter plans for that extra time.

Where men and women do differ is in the time it takes to obtain appointments and to process applicants. He says he makes more phone calls to female prospects before he is able to set an appointment. And once he has an appointment, a woman will take more time before she finally decides to enlist.

"The reason I feel it takes longer is because they (women) think more. They weigh it longer and don't make their decision as fast as a male," he explains. "A male is usually motivated to the point that when he's ready to go, he's ready to go right now."

"Most males will jump right into what they want to do, whereas the female stops and thinks it over a bit. She weighs the good and bad points, and takes her time in making a decision to ensure it's the right decision for her."

As he sees it, opportunities for women in the Army Reserve will continue to improve. The greatest obstacle he encounters now is the lingering stereotype of the Army as combat arms only, and he believes that, too, will change as more women volunteer to wear the green uniform.

"The opportunities in the Army Reserve for females are widespread, and a woman's chances of advancing are as good as with any company in the world," he says. "We have the traditional career fields for those who want them, and for the woman who wants to do something different, the Army Reserve gives her that chance and a way to serve the country she lives in."

RESERVE RECRUITER

Well on her way to earning
a gold badge, this new recruiter
has the right stuff to be a winner.

You're bored with your life. You're in a rut and going nowhere. What do you do and where do you turn for help? If you are Barbara Jeter, Sergeant, United States Army Reserve, you turn to the Recruiting Command for salvation.

Last year Jeter, a Dorchester, Massachusetts native, found herself fed up with her job as a civilian computer operator. She did, however, seem to enjoy her part time career as a data analyst with the US Army Reserve (114th Personnel Services Company, 94th ARCOM, Brockton, Mass.). When she received a letter from the Army Reserve Personnel Center in St. Louis, asking her whether or not she might be interested in coming on Active Guard and Reserve (AGR) tour for three years as a Reserve recruiter, Jeter jumped at the chance.

The New England Reservist saw this as both an opportunity and a challenge.

Guided by her parents' encouragement to "put everything into whatever you do," Jeter applied for the tour and was accepted.

After surviving the harrowing interview process Jeter was ready to go to school at Fort Benjamin Harrison, Ind., and learn the ropes of recruiting. And her first reaction was probably typical of most first time recruiters: "What the hell did I get myself into?"

Determined to be "damned good" at her new career, Jeter was at first fearful of picking up the phone. But she had always enjoyed talking to people, so after observing her fellow recruiters in action she got the hang of things. "If you are honest with the applicants, know what you're talking about, and believe in the Army as well as yourself, you can't go wrong," said Jeter.

The Army has always been a family affair with Jeter. She's from a family of seven and has a sister on an AGR tour

with the 329th Engineer Group in Brockton. She's even used her 18 year old son to practice her sales pitch. So far, however, she hasn't been successful. His plans are to go to college. He does "throw a lot at me," admitted the Dorchester Station recruiter.

As for recruiting, Jeter points out that "meeting people" and "selling the Army" are two of the biggest rewards she enjoys. And whenever she receives a letter from a soldier she helped put in the Army it "makes a big difference in my life. I appreciate it."

In terms of success, Jeter has already received an Army Achievement Medal and the second gold star on her recruiter's badge. She's only missed mission once and ultimately plans to earn the recruiter ring in less time than any other recruiter has taken to make it.

If a positive attitude is any indicator, Barbara Jeter should have no problem attaining her goals. "I don't give up on them (prospects). I just keep on trying. I believe in the Army and myself!"

And Jeter's attitude and accomplishments are appreciated by others. Her station commander, SSgt. Angel Grajales, calls Jeter an "outstanding, hard-charging recruiter," with "high moral standards." "She's an unselfish individual who doesn't care about the hours required to do the job. Jeter is an asset to this station, this company and the entire battalion!"

Barbara Jeter likes to look at her experiences as the budding of a flower. "I started out as a seed and I'm still growing. Everything I do adds another petal."

The way she's going, this recruiter will undoubtedly blossom into a real rose indeed!



"I don't
give up on
prospects. I
just keep on
trying."

FY 85 Mission Makers

1st BRIGADE

BOSTON

Metro Station

SFC William Dotch
SSgt. Dawayne Tropple
SSgt. LLevellyn Wood
SFC Scott Matz
SSgt. George Clark
SSgt. Edward Mitchell
SSgt. Johnnie Matthew
SSgt. Milford Reed

Hyannis Station

SSgt. Patrica Grecco
SSgt. Chester Gero

Athol Station

SFC Timothy Drake

BALTIMORE/ WASHINGTON

Stuttgart Station*

SFC Barbara Lunin

Concord Houlton Station

SFC Steven Breton

Presque Isle Station

SFC Roland Belanger
SSgt. Richard Tirrell

Clamont Station

SFC Lawood McLawhourn
SFC Everett Halman
SSgt. Peter Fernandes
SSgt. Robert Mayhew

Farmington Station

SSgt. Douglas Smith

Standford Station

SSgt. Leslie Turner

HARRISBURG

Towanda Station

SFC Howard Wilson
Sgt. James Stone
SSgt. Bruce Valentine

Dover Station

SFC Ronald Mack

Lockhaven Reserve Center

Mr. Gui Hanley

NEW HAVEN

North Hampton Station

SSgt. Thomas Gryp
SSgt. Isaiah Fisher
SSgt. Steven Learned

LONG ISLAND

Brownsville Station

SFC Thomas Wiggins
SSgt. Pauline Pitts
SSgt. William Moran
SFC Aubrey Sylvester

NEW BURG

Melrose Station

SFC Don Sananigo
SSgt. Carlos Garcia
SSgt. Jerome Richers
SSgt. Jose Rivera
Sgt. William Rivera
Sgt. Richard Roman
SSgt. Gary Quintana

Times Square Station

SFC Peter McLaughlin

SSgt. Aaron General

PITTSBURGH

Wheeling Station

SSgt. Richard Fertig
SFC William Redman
SSgt. Dale Grubb

Southside Station

SFC Craig Clemens
SSgt. Leroy McKennie
Sgt. Barry Butler
SSgt. John Wise
SFC Bobby Patterson
SSgt. Thomas Keefer
Sgt. Joseph Risher
Sgt. Byron Guy
SSgt. Wilbur Boulware
SSgt. Franklin Krise

Elkins Station

SSgt. Joseph Wilson
SSgt. Joseph Spence
Sgt. Richard Hickman

Johnstown Station

SFC Richard Lawson
SFC Larry Weisbarth
SFC Reginald Felix
Sgt. Carl Jackson
SSgt. John Bell
SSgt. Michael White

Lavale Station

SFC David Staples
SSgt. Eric Blystone
SSgt. Moses McFarland
SSgt. Charles Phillips
SSgt. Patrick Hogan
Sgt. Randy Davis
Sgt. Joseph Steele

Bradford Station

SSgt. Henry Jacovino
SSgt. Robert Reiter

*No longer part of this battalion. Transferred to Fort Mammouth on 1 Oct. 85.

New Kensington Station

SFC Ricki Ballance
SFC Patrick Real
SSgt. Wayne Mitchell
SSgt. Donald Hughes
Sgt. Mary Paris
Sgt. Christopher Rollins
Sgt. Daniel Reyes

FORT MONMOUTH

Long Branch Station

SFC Donald Johnson
SSgt. Anthony Gray

Flemington Station

SSgt. Robert MacDonald

2nd BRIGADE

ATLANTA

Eastman Station

SFC David C. Strong

Columbus Station

SFC Daniel D. Keith
SSgt. George L. Patton
SSgt. Lonnie Parker
SSgt. Robert Armiger
Sgt. Wayne G. Jenkins
SFC Marian L. Hudson

Peach Tree Station

SSgt. Kenneth G. Mills
SSgt. Tyrone Gay
SSgt. Hayward McKee
SFC Albert Keels
SSgt. SSgt. Holly Randle

Athens Station

SFC Steven R. Sanford
SSgt. Tony Holmes
SSgt. Edward A. Jackson

Sgt. Reuben Davis
SFC Philip M. Weiman

Griffin Station

SFC Tony L. Cooper
SSgt. Anthony L. Demeritt

Macon Station

SFC Gaddie Colsield
SSgt. Robert Howard
SSgt. Daniel Williams
Sgt. Marietta James
Sgt. Joseph A. Serraes
SFC Milton A. Lewis

Blue Ridge Station

SSgt. Ronald Cobb

Warner Robins Station

SFC Charles G. Smith
SSgt. Ian S. Booth
SSgt. Willie C. Raines
SFC William L. Davies
SFC Guy L. Green
SSgt. William R. Peacock

BECKLEY

Norton Station

SFC Carl Johnson

COLUMBIA

Augusta Station

SSgt. Mose Wilkerson
SFC Woodrow Sanders
SSgt. Woodard Thomas

JACKSONVILLE

Lake City Station

SSgt. Alfred Arnold

Brooksville Station

SFC Rudolph Parker Jr.

RALEIGH

Fayetteville Station

SFC Warren Maynard
Sgt. Veronica Trent
SSgt. Ervin Bost
SSgt. James Syed
SFC James Ivey
SSgt. Ricardo Paz

RICHMOND

Portsmouth Station

SSgt. Edward D. Washington
SSgt. Frank R. Edmonds

MONTGOMERY

Mobile Station

SFC Randell Benton
SFC Vincent Jones
SFC Robert K. Kennedy
SSgt. Tony Moses
Sgt. Leon Knight
SSgt. Luke Jones
SSgt. Alfred R. Beaver

Montgomery Station

SFC George Singleton
SSgt. Bob Alsup
Sgt. M. Sue Jones
SFC Robert Daniels
SFC Tommy Daniel
SSgt. Tim Pickett
SSgt. Aaron Montgomery

Marianna Station

SSgt. Larry Chairs
SSgt. Collen Vickery

Farhope Station

SFC George W. Hayes
SSgt. Dennis Hines

Selma Station

SFC Ollie Holiday
SSgt. Segsie McDonald

4th BRIGADE

CHICAGO

Harvey Station

SFC Leymond Issac
SFC Robert Klukas
SFC Johnny Ivory
SSgt. Danny Hollifield
SSgt. Steven Cioch
SSgt. Charles Matthews

Oak Lawn Station

SFC Roger Dettmer
Sgt. Paul Smith
SSgt. Harrison Cox
SSgt. Antonio Ramirez
Sgt. William Dennis
SSgt. Joseph Newton

Clark Station

SSgt. George Fields
SFC Willie Garrett
SSgt. Robert Stevenson
SSgt. Lester Penden

92nd Street Station

SSgt. Nathan Warnock
Mr. Moses Ross
Sgt. Robert Maddox
Sgt. Paul Gonzales
SSgt. Sonny Merrell

Asland Station

SSgt. Keith Davis
SSgt. Dexter Smith
SSgt. Gregory Kendall
SSgt. Conrad Bridges
SSgt. Dawan Hatch
SSgt. Charles Coleman

CINCINNATI

Hamilton Station

SFC Wayne Davis
SSgt. Michael W. Brown
SSgt. Phillip Schaefer
Sgt. Reginald Dial

COLUMBUS

Marion Station

SSgt. Phillip Rausch
SSgt. Ralph Brown

Heath Station

SFC Arthur Brown
SFC Harold Stanhope
SSgt. Rueben Daniels
Sgt. Ernest Parks
SSgt. Rodney Slagle

DES MOINES

Decorah Station

SSgt. David McDermott
Sgt. Mark A. Butterfield
SSgt. Hilbert C. Williams

Burlington Station

SFC David G. Gross
SSgt. Douglas T. Lewis
SSgt. Thomas J. Marble
SFC Phillip W. Rhodes
SSgt. Kenneth D. Rusher
Sgt. Thomas T. Lahen

DETROIT

Adrian Station

SFC Patrick F. Beall
SSgt. John M. Kryinski
SSgt. Raymond C. Schepansky

Mission Makers

Mt Clemens Stations

SSgt. Edward T. Kelley
SSgt. Carnell R. Snow Jr.
SSgt. William G. McNellis
SSgt. Alvin Sessoms
SSgt. William A. Moore
Sgt. Ralph D. Johnston

LANSING

Battle Creek Station

SFC Howard Deekman
SSgt. George Jenkins
Sgt. Vivian Williams
SSgt. Kevin Wells
SFC Billy Gardner
Sgt. Allen Schippers

Bay City Station

SFC Norbert Anderson
SSgt. James Scott
SSgt. Perry Guinlette
SSgt. Terry Alfieri
SSgt. James Buzzetta
SSgt. Gary Rushing

OMAHA

Fargo Station

SFC Donald E. Knox
SSgt. David P. Bendel
Sgt. James C. Palmer
Sgt. John C. Bullard

Bismarck Station

SFC Andrew Hardy
SSgt. Darryl E. Sierra
SSgt. Daniel W. Emery Jr.

Omaha Central Station

SFC Charley W. Allen Jr.
SSgt. Lloyd N. Cunningham
SSgt. Charles C. Johnson
SSgt. Coy L. William

PEORIA

Canton Station

SSgt. Alphonso O. Labradoro

Kankakee Station

SSgt. Kenneth Brown
SSgt. Rene R. Rodriguez
Sgt. Attell L. Simpson

Sterling Station

SSgt. Craig A. Blasco
SSgt. Lawrence J. Greinke
SSgt. Jacques R. Chouinard
SSgt. Gary S. Grenier

Elkhart Station

SFC Steven D. Leng
SSgt. Randy B. Bovinet
Sgt. Daniel A. Ross
SSgt. Randall L. Edwards
SSgt. Debra K. Brown

Hammond Station

SSgt. Douglas W. Gulick
SSgt. Danny M. Stivers
SFC Michael T. Hobbs
SSgt. Juan A. Davilasosa

ST. LOUIS

Waynesville Station

SFC Henry L. Willis
SSgt. Bobby Futrill
SSgt. Rudolph C. Reida
Sgt. Stephen G. Crawford
SSgt. Glen L. Talley

5th Brigade

ALBUQUERQUE

Albuquerque East Station

SFC Timothy Anderson

SFC Walter Hagans
SSgt. Daniel N. Williams
SSgt. Donna Humphries
SSgt. Gregory Mallory
Sgt. Gene Webb Jr.
Sgt. Ronald Holmes

Hobbs Station

SSgt. Roger K. Hattersley
Sgt. Melanie Serravale

DALLAS

Abilene Station

SFC Jimmy Stevens
SSgt. Dennis Giehl
Sgt. Jeronimo O. Diaz
SFC Leland M. Coffman
SSgt. Curthis W. Johnson
Sgt. Phillip C. Finch

Brownwood Station

SSgt. Philip E. Tanner
SSgt. Stephen L. Murphy

Killeen Station

SFC Arnold L. Arrington
SSgt. Peter L. Hallas
SSgt. Timothy E. Perry
SSgt. Earl D. James
SFC Larry R. Teel
Sgt. Carole A. Starkey

Mineral Wells Station

SFC William C. Russel
Sgt. Roberto L. Clarke

Wichita Falls Station

SFC Clifford R. Harp
Sgt. Terry Lewis
SSgt. Harold Bell
SSgt. David T. Gipson
SFC Duane D. Gunderson
SFC Charles E. Dilday

DENVER

Sheridan Station

SFC L. Birmingham

Durango Station

SFC Michael D. Fraser

HOUSTON

Nacogdoches Station

SFC Michael Perry

Humble Station

SSgt. Robert Gooch
SSgt. Ormondo Bracamonte

Sharpstown Station

SFC Dennis Tademy
Sgt. Donald Thompson
SSgt. Charles Jones
SSgt. Edward Spengler
SSgt. Nehemia Greggs
SFC Bobbie Shelbin

JACKSON

Jackson Station

SFC Glen Jobe
SSgt. Curtis Briggs
SSgt. Tommy Carlisle
SSgt. Kenneth Griffin
SSgt. Caroll Smathers

Paris Station

SFC Ricky Gibson
SSgt. David Martin
Sgt. Danny Greene

KANSAS CITY

Kirksville Station

SSgt. John C. Marmes
SSgt. Kenneth W. Dugas

Ava Station

SSgt. Barry L. Garbrick

LITTLE ROCK**Searcy Station**

SFC David K. Young
SSgt. Kenneth A. Johnson

NEW ORLEANS**Opelousa Station**

SFC Maurice Troop
SSgt. Albert B. Andrews

SAN ANTONIO**Dobie Mall Station**

SFC Leonard C. Embry Jr.

San Angelo Station

SSgt. Curtis B. Lewis
SSgt. Rafael Marquez-
Santiago
Sgt. Darrell Jacobsen

6th Brigade

HONOLULU**Kaneohe Station**

SFC Miguel A. Colongarcin
SFC Ernest R. Cassell
SSgt. Francisco T. Sannicolas
Sgt. Irwin Sanchez
SFC Wellington Nishida
SFC Janice G. Hartley

Maui Station

SSgt. Clarence R. Stiffler
SSgt. Abraham K. Lani

Kaimuki Station

SFC Charles W. Hydeman
SFC Patricia Conway
SSgt. Randy J. Hill
SFC Thomas White
Mr. George Kim

American Samoa

SSgt. Vallnupo S. Nuusa
Mr. Saunoa F. Vaouli

Phillipines Station

SFC George Untal

Hilo Station

SFC James Keliipaakaua
SSgt. Faughtino Agdeppa Jr.

LOS ANGELES**Lancaster Station**

SSgt. Gabriel Villasenor
SSgt. Robert R. Messick
SSgt. Douglas M. Phillips
SSgt. Eileen P. Renaud

Santa Maria Station

SSgt. Roland Wheeler
SSgt. Carlos R. Martinez
SSgt. John T. Crawford
SSgt. James R. Carpenter
SSgt. William Faunders

Ridgecrest Station

SFC Yolanda M. Bencomo
SFC Stephen J. Bettini

PHOENIX**Mesa Station**

SFC Lyle G. Bullock
SSgt. Cleveland Evans

SSgt. Michael E. Lavoie
SSgt. Ernest Lee Jr.
SSgt. Gregory L. Redeker
SSgt. Donald J. Renyer Jr.

Tuscon Central Station

SFC James G. Hockenberry
SSgt. Peter G. Neilsen
SSgt. Gloria J. Williams
Sgt. Michael Arnold
Sgt. Stephen M. Whipp

Sierra Vista Station

SFC Richard G. Phillips
SSgt. Lee C. Javis
Sgt. Frankie A. Flores
Sgt. Daniels J. Viljac
AFC Billy L. Graham

PORTLAND**Eugene Station**

SFC Ralph D. Buckeye
SSgt. William M. Steinbrook
SSgt. Wayne A. Thompson
SFC Stephen A. Picasso
SSgt. Bruce R. Leas
SFC Charles T. Ingram

Medford Station

SFC Mark I. Gerry
SSgt. Martin E. Boylan
SSgt. Leroy D. Reinwald
SSgt. Robin E. Conrad

Lake Oswego Station

SFC Earl K. Bainwater
SSgt. Gary E. Crewelle

Beaverton Station

SFC Clifton M. Springstead
SSgt. Michael E. Heynie
SSgt. George E. Ingraham
Sgt. Roger J. Jeong
SSgt. Charles HJ. Rasberry

Albany Station

SSgt. Michael R. Swisher

Bend Station

SSgt. John A. Huggins
SSgt. Bruce A. Revelle
SSgt. Richard R. Logue

Portland Metro Station

SFC Thomas F. Neidlinger
SSgt. Connie R. Joyner
Sgt. Michael E. Marshall

Pendleton Station

SFC Randy S. Rappold
SSgt. Michael D. Erickson

Dalles Station

SFC Donald D. Flowers

McMinnville Station

SSgt. Frank D. Austin
SFC Gerald Curtis

SACRAMENTO**Ukiah Station**

SSgt. Gerald R. Simpson
SSgt. Michael L. Rupe
SSgt. Paul E. Gretza

Chico Station

SFC Michael J. Collins
SSgt. Donald F. Barningham
SSgt. Noel Perez
Sgt. Ramon A. Bettran-
Vazquez
SFC Edward V. Holley
SFC Kenneth Bradley

Marysville Station

SFC Armand R.
Brunhoeber Jr.

Mission Makers

SSgt. Franklin D. Aldridge Jr.
SSgt. Bernard W. Maloney
Sgt. Herman L. Mitchell
SGR Lonnie Heith

Redding Station

SSgt. Donald C. Lauf
SSgt. Frank G. Cradoz Jr.
SFC Ruddy K. Lono
SSgt. George T. Cruz
SSgt. Gary Coopridner

Porterville Station

SSgt. Kevin D. Grubb

SALT LAKE CITY

Elko Station

SSgt. Thomas L. Vordahl

Rocksprings Station

SSgt. Patrick W. Bochenek

Provo Station

SFC Johnny L. Moore
SSgt. Kevin H. Farley
SSgt. William S. Harvey
SSgt. Dale D. Kopf
SSgt. Mark S. McAlister
SFC William V. Swendson
SSgt. Gary S. Widders

Salt Lake City Downtown Station

SFC Theodore D. Lenhart
SFC Donald D. Wilcox

LaGrande Station

SSgt. William L. Stevens

SANTA ANA

Cypress Station

SFC Anthony G. Peples

SFC Gary W. Alzman
SSgt. Michael L. Henson
SSgt. Ronnie L. Phillip
SFC Susan Bergerson

Escondido Station

SSgt. Victor M. Hernandez
SSgt. Robert M. Langley
SSgt. Gene D. Chasman
SSgt. Thomas Poole

SEATTLE

Bellingham Station

SFC Robert M. West
SSgt. Timothy V. Schiller
Sgt. Henry G. Minor
SSgt. Kenneth Rood

Lynnwood Station

SSgt. John R. Meyers
SSgt. John Morris
SSgt. Gordon W. Olds
SSgt. Christine R. Israel
SSgt. Kim N. Anthony
SFC William Thurston

Puyallup Station

SFC Steven C. Bliss
SSgt. John R. Cole
SSgt. Victor M. Hernandez
Sgt. Mark R. Simons
SSgt. Lloyd H. Stephens
SFC James Meddock
SFC Arthur Walker

Lakewood Station

SFC Robert G. Roth
SSgt. Jeffery A. Williams
SSgt. Randy M. Ruegg
SSgt. George Holland
SFC Donald Ward
SSgt. Michelle Raffell

Tacoma Mall Station

SFC Charles C. Avant
SSgt. Gregory A. Amy

SSgt. Bruce D. Bigby
SFC Riottard A. Koop
SSgt. Sharriah L. Wells
SFC Donald Downum

Port Orchard Station

SSgt. Kimberly Charette
SSgt. Edward M. Peters

Kennewick Station

SFC Mitchell W. Gordon
SSgt. Randall J. Barton
SSgt. Roberto Delgado-Rivera
SSgt. Robert M. Holbert
SSgt. David W. Paine
SSgt. Roger D. Stratton
SSgt. Robert Pauff

Lewiston Station

SSgt. Charles L. Margeson
SSgt. Kenneth R. Strickler
SSgt. Owen O. Sexton Jr.

Auburn Station

SFC Timothy S. Smith
SSgt. Terry Bowers
SFC Robert Freeby

Spokane North Station

SFC Terrance M. Beamish
SSgt. Marie T. Hemmer
SSgt. Frank A. Kinard
SSgt. Samuel L. Powell
SSgt. Randy D. Smith
SFC Gary Hay
SFC Ronald Weimer

Issaquah Station

SSgt. Michael D. Kyle
SSgt. Linda Smith



Diagnostic Test

November 1985

Inquiries regarding the Diagnostic Test questions and answers may be addressed to USAREC Recruiting Operations Training, Attn: SFC Earnest Watkins or Phone: Autovon 459-5440. Or commercial (312) 926-5440.

1. An applicant who has difficulty conversing/understanding the English language is required to take the English Comprehensive Level Test (ECLT). Applicants scoring 0-39 on the ECLT will:
 - a. Be able to enlist in combat arms
 - b. Be disqualified
 - c. Be able to enlist for 4 years regardless of MOS
 - d. Be temporarily disqualified and may retake the ECLT at a later date
 - e. None of the above
2. Proper coding of DD Form 1966/1, item 19c, for an applicant enlisting for the 2+2 program with assignment to Korea is:
 - a. LHUOC
 - b. MTTWO
 - c. LTUOC
 - d. MHTWO
 - e. MHSOC
3. In what pay grade will an applicant be enlisted if he has completed 2 or more years of a prescribed JROTC program, but has not been recommended in writing by the SSI concerned?
 - a. E-1
 - b. E-2
 - c. E-3
 - d. E-4
4. A prior service applicant is eligible for enlistment if, at the time of enlistment, he:
 - a. Is not less than 18, has not reached his 55th birthday, and can qualify for retired pay at age 60
 - b. Is not less than 17, has not reached his 50th birthday, and can qualify for retired pay at age 50
 - c. Is not less than 18, has not reached his 50th birthday, and can qualify for retired pay at age 65
 - d. None of the above.
5. What document(s) will be used to verify prior service data of an applicant who has served in one branch of the military?
 - a. DD Form 398
 - b. DD Form 214/215
 - c. DD Form 4 series
 - d. DD Form 1966 series
6. What is the RE code for a prior service Army applicant that did not have 3 aptitude scores over 90?
 - a. RE-2A
 - b. RE-2C
 - c. RE-3A
 - d. RE-3B
7. When an applicant has been charged with reckless driving and the fine imposed was \$100.00 or less with no confinement, what would be the classification of the offense?
 - a. Typical minor traffic
 - b. Typical misdemeanor
 - c. Felony
 - d. None of the above
8. The Army Civilian Acquired Skills Program (ACASP) is available to following qualified:
 - a. Non-prior service males
 - b. Non-prior service females
 - c. Prior service applicants
 - d. All of the above
9. The date of rank for persons without prior service enlisting for the Regular Army will be:
 - a. The date of enlistment on active duty
 - b. The date of enlistment
 - c. The date of entry into the DEP
 - d. None of the above
10. Which option must an applicant enlist for in order to qualify for the Troop Program Unit alternate training program?
 - a. 4 x 4 option
 - b. 3 x 5 option
 - c. 8 x 0 or 6 x 2 option
 - d. None of the above
11. What is the enlistment pay grade of an RA applicant entering active duty if he successfully completed 30-59 classroom semester hours of an accredited college program?
 - a. E-2
 - b. E-3
 - c. E-3 with advancement to E-4 after 12 months with the recommendation of Unit Commander
 - d. E-4
12. If an applicant completes high school in a foreign country, he must meet any one of the following requirements except _____ to be considered a high school diploma graduate.
 - a. Passing a GED test
 - b. Obtaining an evaluation outlined in Table 5-2, AR 601-210
 - c. Having transcripts evaluated by State Board of Education or other agency designated by the state
 - d. Taking high school diploma to any local high school for evaluation
13. What is the minimum GT score required for the Warrant Officer Flight Training enlistment option?
 - a. 115
 - b. 110
 - c. 100
 - d. 90
14. Persons with skills acquired through military service will not be enlisted under Army Civilian Acquired Skills Program (ACASP).
 - a. True
 - b. False
15. Applicants must have had either training or experience in their civilian-acquired skills within _____ months of enlisting.
 - a. 48
 - b. 36
 - c. 24
 - d. 18
16. The objectives of the Army Civilian Acquired Skills Program (ACASP) are as follows:
 - a. Enlistment of qualified personnel with civilian-acquired skills needed by the Army
 - b. Increased job satisfaction, reduced training loads and costs
 - c. Added means for rapid mobilization
 - d. Improved personnel classification and use while MOS performance standards are maintained
 - e. All of the above
17. Qualified applicants without prior service may enlist for an airborne enlistment option for a minimum of _____ years.
 - a. 2
 - b. 3
 - c. 4
 - d. All of the above
18. Which of the following is not a prerequisite for an airborne enlistment option?
 - a. Possess a combat operation (CO) aptitude area score as reflected on REQUEST
 - b. Not have voluntarily terminated former airborne duty
 - c. Have minimum physical profile of 111111
 - d. Enlist for an MOS authorized for airborne assignment
19. Which one of the following is not a prerequisite for the 3d Infantry (The Old Guard) enlistment option?
 - a. Be a HSDG or equivalent
 - b. Have a minimum physical profile of 111121
 - c. Be not less than 5'9" nor more than 6'3" tall
 - d. Receive approval for enlistment into The Old Guard from Commander, 3d Infantry or authorized representative
20. At what pay grade will an applicant enlisting for the Army Bands Option be able to enlist if he has no prior service?
 - a. E-1
 - b. E-2
 - c. E-3
 - d. E-4



CG Kicks-Off New GI Bill

It was a major coup that Maj. Gen. Allen K. Ono was in Charlotte, N.C. on July 1 to inaugurate the New GI Bill program. But it was a special honor for four young enlistees when they were sworn into the Army by the Recruiting Command's own Commanding General.

The new soldiers qualified for the new GI Bill Plus Army College Fund and were sworn in as their states' first participants in the new program. At far left, Charlie L. Cox and Scotty M. Whitley, shown with Maj. Gen. Ono after their swearing-in, became the first North Carolinians to enlist under the new program. Troy E. Kirk and Jeff S. Levister (not shown) became the first South Carolinians to participate.

After swearing them into the Army, the Commanding General spoke to the four about the significance of their enlistments and the importance of the educational packages that the Army afforded them. All new soldiers enlisted mainly for the educational benefits derived from participating in the new program.

George Mueller, Charlotte Recruiting Battalion

Better a late award, than no award at all

Harry Rosen, a veteran of World War II, has been awarded the Bronze Star Medal 42 years after he was cited for meritorious achievement in ground combat in Europe.

Authorized by executive order, the medal was presented by Lt. Col. Daniel J. Shannon, commander, U.S. Army Recruiting Battalion, Albuquerque.

Rosen was wounded twice in Italy in 1943. He also participated in campaigns in Naples, Foggia, Rome and Arno.

The oversight in making the award was uncovered and corrected by Dick Lyle, national service officer for AMVETS in New Mexico.

Shannon says the battalion is receiving more and more requests to hold brief ceremonies of this nature. He says he is happy to do it, feeling that it helps create good will and favorable publicity for recruiting.

Don Pledger, Albuquerque Recruiting Battalion



Brothers compete for recruiting success

Ever since childhood and throughout their teenage years Staff Sgt. Johnny Ivory and his brother Sgt. Jerry have been in competition.

This competitive spirit continues now because both are recruiting in the Homewood Company area. Johnny is at the Harvey recruiting station and Jerry is with the Chicago Heights station.

Johnny's Army career began as a SWAT team member, with the military police force. Not wanting his big brother to have one up on him, Jerry enlisted. And guess what? Yes, you've got it. He decided to be an MP, too. Only he chose to be an investigator. So when Johnny became a recruiter in October 1983 it was only natural that Jerry should follow in his big brother's footsteps 14 months later.

Both brothers have definite goals in being recruiters. Their first and foremost goal is to be the best recruiters that they can be. Their ultimate goal is to receive the Recruiter Ring within three years.

Johnny states, "You've really got to work hard to be a successful recruiter." No doubt he has proved this philosophy, because on September 14, 1985 he was awarded the gold badge. Jerry has not received his badge yet, but knowing their competitive spirits, Jerry won't be far behind.

Sherry Henderson, Chicago Recruiting Battalion



Columbus gets mobile recruiting station

When the Galion, Ohio, Recruiting Station burned down about a year ago, the recruiters worked out of the back of their cars for about a month. "I thought that was wrong," said SFC David Bianco, Columbus Battalion truckmaster.

That was how the idea for a mobile recruiting station was born.



It took Bianco and his associates at the Columbus Battalion about five months to get the paperwork through brigade, the Recruiting Command and Department of the Army.

When approval finally came, it took about three more months and another stack of paperwork to rent the bus from General Services Administration and get painting, lettering and carpeting done.

This is a pilot program for the Command, according to Bianco. If it works, the Army may authorize more buses for recruiters all over the country.

The Columbus Battalion bus has been used successfully for Memorial Day festivities in Cambridge, Ohio, for the Ohio State Fair in Columbus, and for various fairs and festivals throughout the Columbus Recruiting Battalion area.

Furniture for the bus includes two desks, pamphlet tables and equipment for a portable JOIN system. Within the next few months, Bianco hopes to have cabinets and Formica counters installed.

"If we ever have another emergency like the one in Galion, we can use the bus," Bianco said. Meanwhile it serves as a mobile recruiting station for parades, fairs and festivals and for recruiting in rural areas too small to have their own stations.

Betty Peters, Columbus Recruiting Battalion



Training Tips

Inquiries regarding Training Tips may be addressed to USAREC, Recruiting Operations-Training ATTN: SFC John Dautueil, or phone AUTOVON 459-2772, COMMERCIAL (312) 926-2772.

Station Commander/Recruiter Interface

Daily interface between the station commander and assigned recruiters is the method station commanders use to establish command and control of their station's production, manage individual recruiter production, and determine recruiter training needs.

Station commander/recruiter interface closes the loop between the Recruiter Production Management System (RPMS-USAREC Reg 350-6) and the Recruiting Station Production Management System (SPMS - USAREC Reg 350-7). The station commander who doesn't conduct a thorough daily interface with each assigned recruiter fails to gain control of production, and is unable to accomplish real-time training of his recruiters.

Schedule the Interface

The daily interface should be scheduled for approximately the same time every day. It is important for both you and your recruiters to know and expect when the daily interface process will take place for several reasons. First, it will become evident that the interface must occur when there is little or no chance of interruption, such as the beginning or end of the work day, and secondly, knowing the approximate time allows both of you to properly plan for the interface.

Where to Conduct the Interface

Once you, the station commander, have decided when to conduct the daily interface, you have to decide where to conduct it. Have each of your recruiters come to your office or desk. Establishing a

formal atmosphere will allow both you and your recruiters to accurately exchange information and dedicate the time necessary to make each interface session as productive as possible. Avoid situations where you have to speak across the office or have several recruiters giving you information at the same time. Those situations only result in misunderstandings and don't provide you with enough information to make all the decisions necessary to have a successful station.

Be Prepared

This is a two-way street. Make sure your recruiters know what to bring to the interface and that you know what to have available for a particular recruiter. Chapter 3 of USAREC Regulations 350-6 and 350-7 provides a list of the materials needed for the interface. As a station commander, you must have the appropriate recruiter's Processing List, your DEP/DTP Tracking Log, School Data Sheet, Transitional Training and Evaluation Handbook (for new recruiters), and the Centralized Prospect Data Record File System to properly execute the interface.

Appendix F of USAREC Regulation 350-7 contains the Recruiter Evaluation Checklist that is useful in conducting a systematic interface.

Conducting the Interface

When conducting interface, determine if the recruiter is meeting required standards for new appointments. Is recruiter prospecting being accomplished in accordance with mission plans (USAREC Forms 635, 635A, or 819)? Review the recruiter's planning guide. Is

the recruiter work plan properly resourced with time to accomplish prospecting requirements, and is time dedicated to lead generation activities? Compare the Processing List with the recruiter's Prospect Data Records. Make sure the recruiter has a sense of urgency when moving people through the processing cycle. Review school folders. Are visits being made? Does he/she have a plan for each visit? Check recruiter's DEPers — are they being contacted? Are they providing referrals? When was the last DEP function? Look for evidence of short, mid, and long range planning. Things go better when you've got a plan.

These are only suggestions. There are certainly many more items that can be covered in interface. The first few times you do it, you'll spend more time than you'd like to, but as you and your recruiters become more familiar with the process, it will go a lot more smoothly, and you'll have a handle on what is happening within your station.

Finally, Identify Training Needs

When you are going through the interface process, use the time to identify training needs. If you find the same problem among several recruiters, or if the same error occurs often, you've discovered a weak area. You've identified a training need! And once you understand the need, you can fix it. The important thing to remember about interface is to do it on a daily basis and cover all bases in the process. If you do it well, you'll get paid a dividend in terms of consistent mission box accomplishment. So stick with it until your interface program is where it should be and then don't stop!

DIAGNOSTIC TEST ANSWERS

November 1985

1. c, Reference: AR 601-210, chapter 6, paragraph 6-6g
2. d, Reference: AR 601-210, chapter 6, table 6-1, item 19e
3. b, Reference: AR 601-210, chapter 2, table 2-3, rule B, 1
4. a, Reference: AR 601-210, chapter 3, table 3-1, rule A, a
5. b, Reference: AR 601-210, chapter 3, paragraph 3-7b, 1, 2
6. c, Reference: AR 601-210, chapter 3, table 3-6
7. a, Reference: AR 601-210, chapter 4, table 4-1A, item 31
8. d, Reference: AR 601-210, chapter 7, paragraph 7-4
9. a, Reference: AR 601-210, chapter 2, paragraph 2-4b (1)
10. c, Reference: AR 601-210, chapter 5, table 5-65, b, (4), (b)
11. b, Reference: AR 601-210, chapter 2, table 2-3, rule E, 2
12. d, Reference: AR 601-210, chapter 3, table 2-1, rule D, a, b, c
13. b, Reference: AR 601-210, Enlistment Option 9-12, line 7, 3a
14. a, Reference: AR 601-210, chapter 7, paragraph 7-4
15. c, Reference: AR 601-210, chapter 7, paragraph 7-4, b
16. e, Reference: AR 601-210, chapter 7, paragraph 7-2
17. d, Reference: AR 601-210, chapter 9, Enlistment Option 9-4, line 2
18. c, Reference: AR 601-210, chapter 9, Enlistment Option 9-4, line 4, g(2)
19. c, Reference: AR 601-210, chapter 9, Enlistment Option 9-13, line 4, e(7)
20. c, Reference: AR 601-210, Enlistment Option 9-8, line 3

Battalion Alerts Deer

Robert Johnson
HQ USAREC

In less than one fiscal year, USAREC has lost the equivalent of one fully-equipped mid-sized sedan because of collisions with deer.

That's what 14 accidents, all occurring between October 1984 and the end of July 1985, cost USAREC. Put in actual dollars, automotive tangles with the woodland creatures resulted in \$15,910 in damages to government vehicles.

Fiscal year 1984 was worse. In that year, USAREC vehicles sustained \$15,965 in damages. While the damage to equipment is costly, the greater concern for the Command is the potential injury or death of the drivers of these vehicles. Fortunately, USAREC drivers have reported no serious injuries as a result of these accidents. Drivers elsewhere have not been so lucky.

Collisions with deer have become common in many states. As civilization creeps into the forest homes of wildlife, deer and humans find their paths crossing more frequently. Deer lose their fear of the sound of rapidly moving autos. When fall arrives, an increase in mating activity and a change in foraging habits cause the animals to become more active and to wander into the dangerous areas near highways.

To combat the frequency of these accidents, the Milwaukee Recruiting Battalion is testing a special whistle to alert the animals and, it is hoped, spare their lives and those of unsuspecting drivers.

The device uses a commercially marketed item called "Deer Alert". Two small, bullet-shaped units are fixed to the front bumper of a car or truck. As the auto reaches 30 miles an hour, the "Deer Alert" emits an ultra-sonic squeal that can be heard by deer up to a quarter of a mile away. Yet, the sound is inaudible to passengers or animals riding inside the car.

Deer are not alarmed by the whistle and will not panic when they hear it. The advantage of the alarm is that the deer can hear the squeal before they see the car's headlights, giving them enough time to move out of the car's way.

Ten units have been purchased and

placed in the most hazardous area of the battalion to test this product. Milwaukee was chosen for the test because it sustained the greatest loss in deer-related damages last year.

Depending on Milwaukee's success with the alarm, other battalions reporting collisions with deer may be outfitted with the same devices next year.

With or without the special alarm, USAREC drivers can try to prevent accidents of this type by following this practical advice:

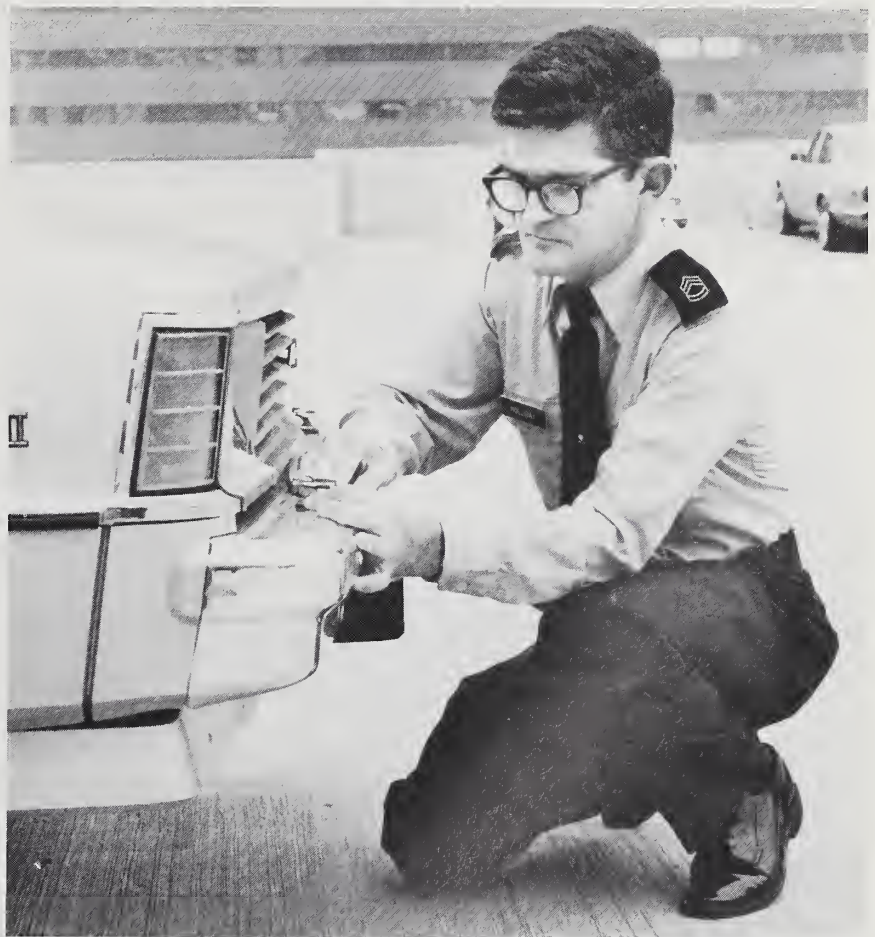
- When you see a deer crossing sign, be alert — deer have been killed in this area before.

- Keep your speed down for awhile. Don't expect deer to cross obligingly in front of the signs.

- When it's dark, look for glowing eyes. Deer tend to travel in groups. If you see one, expect another.

- If you see a deer, don't try to dodge around it — it may suddenly dodge in front of you. Brake firmly but maintain control of your vehicle. Blow your horn, and switch your lights from low beam to high and back again to scare the deer away.

- Finally, if you do hit a deer, try to get your car and the deer off to the side of the road. Contact the local police.



SFC James Holliday, Milwaukee Recruiting Battalion's truckmaster, attaches one of the new "Deer Alert" whistles to the bumper of a battalion vehicle. Holliday learned the value of this device from Wisconsin telephone company officials who attributed the company's drastically reduced accident rate to the use of the whistles on all their vehicles. Working with the USAREC Safety Office, Holliday was successful with his suggestion that the battalion be allowed to test the devices during the 1985 deer season. (Photo by Sgt. Dan Hardoby)

91A: Medical Specialist

The setting could be amidst the noise and confusion of a battlefield, or on a busy patient ward, or in the sterile environment of a hospital laboratory.

The day's duties might include driving an ambulance, performing cardio-pulmonary resuscitation, dressing wounds, testing blood samples, or preparing a patient for surgery.

Whatever the setting or the duties, the 91A — or Medical Specialist — is the individual trained and ready to provide the Army's first line of medical care.

While no previous medical training or experience is required to become a 91A, prospective medical specialists should possess the ability to think clearly and make responsible decisions under stress. Above all, a genuine concern for the welfare of others is a prerequisite for success in this career.

Among the qualifications for this specialty are: a GT score of 95 or above and no physical limitations, including color blindness. After completion of basic training, individuals who qualify for this specialty will attend a ten-week training course at Fort Sam Houston, Texas. This training emphasizes both the theory and actual practice of first aid methods and emergency medical treat-

ment. It also provides a background in basic drugs, nursing techniques, and disease prevention.

Medical specialists are trained to examine patients to determine which ones will get what kind of treatment. Working under the supervision of doctors, nurses and other medical personnel, the 91A monitors the condition of patients, measures and records temperatures, blood pressures, and pulse rates.

In field settings, specialists will be called upon to move wounded soldiers from the battlefield to aid stations. Depending on circumstances, the 91A may be required to give rescue treatments such as CPR, or to help control bleeding, also to prepare patients for emergency surgery.

The 91A's job is not all conducted in emergency situations. Other vital, though less glamorous, tasks include maintaining patient records and files; inventorying, ordering and stocking medical supplies; disposing of contaminated dressings and syringes; and performing regular maintenance on equipment.

Depending on the individual's interests and abilities, he or she may receive further training to become an advanced technician in the fields of dentistry,

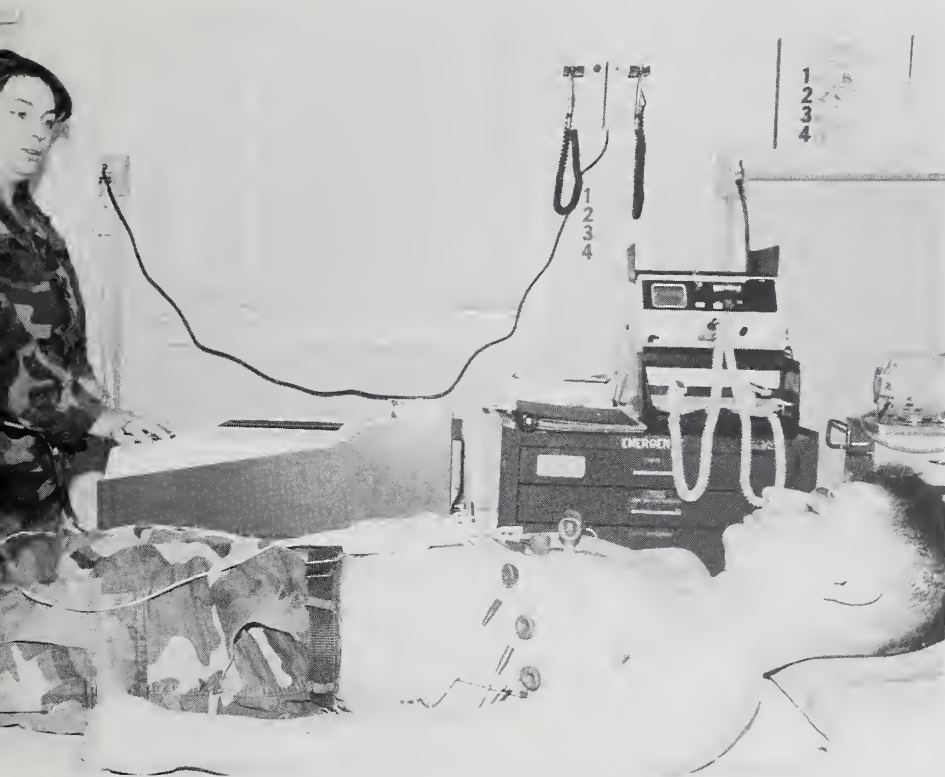
psychiatry, occupational therapy, cardiology, animal care, orthopedics, physical therapy, or radiology.

Another specialty open to the 91A is the field of practical or vocational nursing. Individuals who choose this career path will attend a 52-week course — six weeks at Fort Sam Houston and 46 weeks at one of six medical centers around the country. This course prepares an individual to become a patient care specialist — or 91C.

Patient care specialists, also known as practical nurses, primarily serve as advanced technicians in inpatient settings, working closely with registered nurses, who are commissioned officers.

A special opportunity exists for individuals who are already graduates of a state-approved licensed practical nursing program and who possess a state license as a practical or vocational nurse. If they meet all other requirements, LPNs may translate their civilian training into an advanced promotion in the Army, starting as a sergeant (E-5 pay grade), rather than as a private.

The Army medical specialist has a tough job — but a rewarding one. Individuals who qualify for this field obtain experience and training that can lead to a very satisfying Army or civilian career.



Medical specialists at Fort Sheridan's dispensary assist Army doctors and nurses by collecting data on a patient's condition and performing basic tests. As they become more experienced and gain more complicated medical care, including surgery. (Photos by Edgar Castillo, HQ USAREC.)



91A: Medical Specialist

FLARE

